# EXHIBIT D

FW: BODIES St. Petersburg Page 1 of 1

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#### Jon Werner

From: Paul Koster [paul@one-go-events.ru]

Sent: Thursday, November 29, 2007 8:18 AM

To: Ton Jumelet

Subject: FW: BODIES St. Petersburg

Attachments: Bodies-fc-StPetersburg-07-02-20.xls

From: <Pacozimm@aol.com>
Date: Fri, 9 Mar 2007 12:13:29 EST
To: <paul@one-go-events.ru>
Subject: BODIES St. Petersburg

Dear Paul,

Per our conversation I will outline what we have determined would be an acceptable arrangement for us to present BODIES in St Petersburg. There is a degree of anxiety from our principals regarding the overall risk in Russia, real or perceived. The main point being how do we insure that we can get our revenue out of Russia.

I believe we can overcome this lack of confidence in the following way.

#### Option 1

The guarantee to Premier of \$500,000 USD would be transferred to us prior to moving the Exhibition to St Petersburg. One-go would assume 100% of the risk and advance all the monies needed for start-up, production and marketing. Per the attached business plan the cash prior to opening would be approximately 860,000 euros including the \$500,000 guarantee.

For that consideration One-go will recoup all first monies up to the risk amount. At that point the spilt would be, as stated in the BP

50% Premier The remaining 50% would be spilt. 66.66% JAM/CPI 33.33 One-go.

The business plan attached shows One-go profit at the forecast of 413,000 euros.

I believe the only risk on our part is perceived and not real, but this will alleviate the hesitance of our principals to "do business in Russia"

If we believe we can do 112,000 people to break even.

Additionally I believe with the initial success of St Petersburg we can pursue more cities in Russia and lock in the exhibition in your territory for the next two years. I would be happy to put that option in our agreement

#### Option 2

Transfer \$166,666 USD to us prior to moving the exhibition to St Petersburg

One-go would assume 20% of the risk. One-go would advance and pay for all set up, production and marketing. For this consideration One go would receive 20% of the profit after Premier share.

All risk monies would be recouped prior to profit distribution.

One-go would earn approximately 248,000 euros in this scenario at the forecast in the BP.

Your thoughts

Р

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	VENUE			Eurasia Sat May 19/07		
	LOCAL CURRENCY			Sun Oct 21/07		
	FX Rate to \$USD			0.830000		
	Hourly Capacity Hours per Day					
	Days per Week					
	# Of Weeks Total RUN Capacity					
	Forecasted Attendance			300,000	21%	
	Ticket Scaling				2170	
1 2 3 4 5 6 7 8	Adults Seniors Children Private Groups School Groups		85.00% 5.00% 5.00% 3.00% 2.00%	255,000 15,000 15,000 9,000 6,000 - - -		
9 10 11 12 13 14 15				- - - - -		
	Total Attendance	_	100.00%	300,000		
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15	Adults	Gross € 15.00 € 12.00 € 10.00 € 12.00 € 10.00	Net of 0.00%  € 15.00  € 12.00  € 10.00  € 12.00  € 10.00  € 0.00  € 0.00  € 0.00  € 0.00  € 0.00  € 0.00  € 0.00  € 0.00  € 0.00  € 0.00	Net Gross		
1	Net Ticket Revenues Adults	3,825,000		3,825,000		
2 3 4 5 6	Seniors Children Private Groups School Groups 0	180,000 150,000 108,000 60,000		180,000 150,000 108,000 60,000		
7 8	0	-		-		
10	0 0	-		-		
11 12 13	0 0 0 0	-		-		
14	0 0	-		-		
	SubTotal	4,323,000		4,323,000	avg net tkt 14.41	
	Ancillary Revenue Ticket Rights Local Sponsorship Audio Tour Merchandise Venue Revenue Sharing	€ 5.00	15,000 € 1.00	- 45,000 300,000		
	Catalogue Sales Other					
	SubTotal Ancillary			345,000		
	TOTAL GROSS REVENUE		<u> </u>	<u> </u>	4,668,000	(Total C
	Estimated Expenses Startup Costs Venue rent			_	94	Total Gro 0%
	Marketing Installation			(252,000)		- (0)
	Staffing Venue – Construction			(4,150) (150,000)		(0) (0)
	Venue - Operations Production related			(35,000)		- (0)
	Admin-Other Costs			-	(441,150)	- -9%
	Operating Costs Venue rent Marketing			(120,000) (300,000)		(0) (0)
	Marketing Installation Staffing			(50,000) (50,000) (133,800)		(0) (0) (0)
	Venue – Construction Venue – Operations			(36,400)		- (0)
	Production related Admin-Other Costs			(26,000) (97,814)		(0) -2%
	Total Expenses				(764,014) (1,205,164)	-16% -26%
	Guarantee to Premier [Exhibit C PROFIT	Owner] – Local Curre	ncy		(415,000) <b>3,047,836</b>	-9% 65%

		. <b>3</b> ,		_		
	VENUE Start Date					
	End Date					
	LOCAL CURRENCY					
	Hourly Capacity					
	Hours per Day Days per Week	. 10				
	Weekly Capacity	56,000				
	# Of Weeks Total RUN Capacity	1,454,880				
	Forecasted Attendance	300,000	21%			
1	Ticket Scaling Adults 85.00%	255,000				
2	Seniors 5.00% Children 5.00%	15,000 15,000				
4	Private Groups 3.00% School Groups 2.00%	9,000 6,000				
6 7	0 0.00% 0 0.00%					
8 9	0 0.00% 0 0.00%	=				
10	0 0.00% 0 0 0.00%	= =				
12	0 0 0.00% 0 0 0.00%	= =				
14	0 0 0.00% 0 0 0.00%	= =				
.,	Total Attendance 100.00%	300,000				
1	Ticket Prices         Gross         Net of 0.00%           Adults         18.07         \$ 18.07	Net Gross			Local Currency - Euro 15.00	Var to Local Page, must be zero
2	Seniors         14.46         \$ 14.46           Children         12.05         \$ 12.05				12.00 10.00	- -
4 5	Private Groups 14.46 \$ 14.46 School Groups 12.05 \$ 12.05				12.00 10.00	- -
6 7	0 - \$ - 0 - \$ -					- -
8 9	0 - \$ - 0 - \$ -				- -	- -
10 11	0 - \$ - \$				- -	- -
12 13	0 0 - \$ - 0 0 - \$ -				- -	- -
14 15	0 0 - \$ - 0 0 - \$ -				- -	- -
	Net Ticket Revenues				·	
1	Adults 4,608,434 Seniors 216,867	4,608,434 216,867			3,825,000 180,000	- -
3 4	Children 180,723 Private Groups 130,120	180,723 130,120			150,000 108,000	= =
5 6	School Groups 72,289 0 -	72,289 -			60,000	= =
7 8	0 - 0 -	= =			= =	= =
9 10	0 0	<del>-</del> -				- -
11 12	0 0 0	- -				- -
13 14	0 0 0	- -			-	- -
15	0 0 SubTotal 5,208,434	5,208,434	avg net tkt	_	4,323,000	-
	Ancillary Revenue Ticket Rights	_	17.36	L	#NAME?	#NAME?
	Local Sponsorship Audio Tour	- - 54,217			- 45,000	=
	Merchandise Venue Revenue Sharing	361,446			300,000	-
	Catalogue Sales Other	_			=	-
	SubTotal Ancillary	415,663		_	345,000	-
	TOTAL GROSS REVENUE		5,624,096	_	4,668,000	-
	Estimated Expenses Startup Costs		9	Total Gross	Revenues	
	Venue rent Marketing	= =		0% 0%	- -	= =
	Installation Staffing	(303,614) (5,000)		-5% 0%	(252,000) (4,150)	= =
	Venue - Construction Venue - Operations	(180,723)		-3% 0%	(150,000)	= =
	Production related Admin-Other Costs	(42,169) -		-1% 0%	(35,000)	= =
	Operating Costs		(531,506)	-9%	(441,150)	-
	Venue rent Marketing	(144,578) (361,446)		-3% -6%	(120,000) (300,000)	- -
	Installation Staffing	(60,241) (161,205)		-1% -3%	(50,000) (133,800)	- -
	Venue – Operations Production related	(43,855) (31,325)		-1% -1%	(36,400) (26,000)	= =
	Admin-Other Costs	(117,848)	(920,499)	-2% -16%	(97,814) (764,014)	<del></del>
	Total Expenses Guarantee to Premier [Exhibit Owner] – Local Currency		(1,452,005) (500,000)	-26% -9%	(1,205,164) (415,000)	= =
	PROFIT		3,672,092	65%	3,047,836	
	Premier Exhibits first split 50% Premier Exhibits second split 60%		976,002	17%	810,082 -	<del>-</del>
	Premier Exhibits third split 70%  Premier share profit		1,204,061 2,180,063	21% 39%	999,370 1,809,452	<u>-</u> -
	CPI/Jam first split 50%		976,002	17%	810,082	=
	CPI/Jam second split 40% CPI/Jam third split 30%		516,026	9%	428,302	<del>-</del>
	CPI/Jam share profit		1,492,028	27%	1,238,384	<u> </u>
	Estimated Project-Specific Overheads		(432,795)	-8%	(359,219)	73,575
	CPI/JAM Net Profit	-	1,059,234	19%	879,164	73,575
	Breakeven \$\$\$ Breakeven tickets		1,952,005 <b>112,433</b>	35%	1,620,164 <b>112,433</b>	_
	Checksum Profit Premier/CPI/Jam Share Profit	Γ	3,672,092 3,672,092		3,047,836 3,047,836	<u>-</u>
	Variance, must be zero		-	L	5,047,630	_
10 01						

Subtotal Ancillary Revenue

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# BODIES-THE EXHIBITION CASH PHASING

# St. Petersburg, Russia, Eurasia

	Enter Start Date >	May 19/07	Jun	Jul	Aug	Sep	Oct	Nov 19/07
300,000	Attendance >	42,857	42,857	42,857	42,857	42,857	42,857	42,857
•	•	14.29%	14.29%	14.29%	14.29%	14.29%	14.29%	14.29%
Net Gross	4,323,000	617,571	617,571	617,571	617,571	617,571	617,571	617,571
Ancillary Revenue								
Ticket Rights	_	-	-	-	-	-	-	-
Local Sponsorship	-	-	-	-	-	-	-	_
Audio Tour	45,000	6,429	6,429	6,429	6,429	6,429	6,429	6,429
Merchandise	300,000	42,857	42,857	42,857	42,857	42,857	42,857	42,857
Other	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	
SubTotal Ancillary	345,000	49,286	49,286	49,286	49,286	49,286	49,286	49,286
TOTAL GROSS REVENUE	4,668,000	666,857	666,857	666,857	666,857	666,857	666,857	666,857
Estimated Expenses	1							
Startup Costs								
Venue rent	_	_					1	
Marketing	_	_						
Installation	(252,000)	(252,000)						
Staffing	(4,150)	(4,150)						
Venue - Construction	(150,000)	(150,000)						
Venue - Operations	_	_						
Production related	(35,000)	(35,000)						
Admin-Other Costs	· –	<u> </u>						
	(441,150)	(441,150)						-
Operating Costs								
Venue rent	(120,000)	(17,143)	(17,143)	(17,143)	(17,143)	(17,143)	(17,143)	(17,143)
Marketing	(300,000)	(42,857)	(42,857)	(42,857)	(42,857)	(42,857)	(42,857)	(42,857)
Installation	(50,000)	(7,143)	(7,143)	(7,143)	(7,143)	(7,143)	(7,143)	(7,143)
Staffing	(133,800)	(19,114)	(19,114)	(19,114)	(19,114)	(19,114)	(19,114)	(19,114)
Venue – Construction	-	-	-	-	-	-	-	_
Venue – Operations	(36,400)	(5,200)	(5,200)	(5,200)	(5,200)	(5,200)	(5,200)	(5,200)
Production related	(26,000)	(3,714)	(3,714)	(3,714)	(3,714)	(3,714)	(3,714)	(3,714)
Admin-Other Costs	(97,814)	(13,973)	(13,973)	(13,973)	(13,973)	(13,973)	(13,973)	(13,973)
	(764,014)	(109,145)	(109,145)	(109,145)	(109,145)	(109,145)	(109,145)	(109,145)
Total Expenses	(1,205,164)	(550,295)	(109,145)	(109,145)	(109,145)	(109,145)	(109,145)	(109,145)
Guarantee to Premier	\$ (415,000)	(415,000)						
PROFIT	3,047,836	(298,438)	557,712	557,712	557,712	557,712	557,712	557,712
Estimated PSO's	(432,795)	(61,828)	(61,828)	(61,828)	(61,828)	(61,828)	(61,828)	(61,828)
NET CASH CONTRIBUTION	2,615,041	(360,266)	495,884	495,884	495,884	495,884	495,884	495,884
Cumulative Cash Balance		(360,266)	135,619	631,503	1,127,388	1,623,272	2,119,157	2,615,041

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**BODIES - THE EXHIBITION Project-Specific Overheads**St. Petersburg, Russia

Executive Travel –€ 20,000.00

Subtotal PSO's fixed (20,000)

One-Go participation 33.33% –€ 412,794.53

Subtotal PSO's variable (412,795)

TOTAL PSO'S (432,795)

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#### BODIES - THE EXHIBITION St. Petersburg, Russia Sensitivity / Breakevens / Etc.

	Forecast				
6-MONTH RUN	21%	10%	20%	30%	40%
Attendance	300,000	145,488	290,976	436,464	581,952
Net Gross	4,323,000	2,096,482	4,192,964	6,289,446	8,385,928
Ancillaries	345,000				
Operating Expenses	(764,014)	(764,014)	(764,014)	(764,014)	(764,014)
Operating Profit	3,903,986	1,332,468	3,428,950	5,525,432	7,621,914
Gtee	(415,000)	(415,000)	(415,000)	(415,000)	(415,000)
Startup Expenses	(441,150)	(441,150)	(441,150)	(441,150)	(441,150)
6-MONTH RUN Profit / (Loss	3,047,836	476,318	2,572,800	4,669,282	6,765,764
Breakeven Tickets					
Operating Expenses	53,020				
Gtee	28,799				
Startup Expenses	30,614				
6-MONTH RUN Breakeven	112,433				
WEEKLY					
Attendance	11,538	5,596	11,191	16,787	22,383
Avg Net Gross	166,269	80,634	161,268	241,902	322,536
Ancills	13,269	-	-	-	-
Operating Expenses	(29,385)	(29,385)	(29,385)	(29,385)	(29,385)
Operating Profit	150,153	51,249	131,883	212,517	293,151
Gtee	(15,962)	(15,962)	(15,962)	(15,962)	(15,962)
Startup Expenses	(16,967)	(16,967)	(16,967)	(16,967)	(16,967)
WEEKLY Profit / (Loss)	117,224	18,320	98,954	179,588	260,222
Breakeven Tickets					
Operating Expenses	2,039				
Gtee	1,108				
Startup Expenses	1,177				
WEEKLY Breakeven	4,324				
Weeks To Recoup From Oper					
Gtee	3	8	3	2	1
Startup Expenses	3 <b>6</b>	9	3	2	2 3
Weeks to Recoup	ь	17	6	4	3
Profit Weeks	20	9	20	22	23
Checksum P/L Total	3,047,836	476,318	2,572,800	4,669,282	6,765,764
Var, must be zero	-		-	-	-

#### **Breakeven calculations**

# **Operating Expenses**

Fixed	764,014
Var at Breakeven	-
Operating Exps @ B/even	764,014
Gtee	415,000
	<u>.</u>
Startup Expenses	
Fixed	441,150
Var at Breakeven	
Startup Exps @ B/even	441,150
Total Fixed Exps	1,620,164

50%	60%	70%	80%	90%	100%
727,440	872,928	1,018,416	1,163,904	1,309,392	1,454,880
10,482,410	12,578,892	14,675,375	16,771,857	18,868,339	20,964,821
(764,014)	(764,014)	(764,014)	(764,014)	(764,014)	(764,014)
9,718,396	11,814,878	13,911,361	16,007,843	18,104,325	20,200,807
(415,000)	(415,000)	(415,000)	(415,000)	(415,000)	(415,000)
(441,150)	(441,150)	(441,150)	(441,150)	(441,150)	(441,150)
8,862,246	10,958,728	13,055,211	15,151,693	17,248,175	19,344,657

2	27,978	33,574	39,170	44,766	50,361	55,957
40	3,170	483,804	564,437	645,071	725,705	806,339
	-	-	-	-	-	-
(2	29,385)	(29,385)	(29,385)	(29,385)	(29,385)	(29,385)
37	73,784	454,418	535,052	615,686	696,320	776,954
(1	5,962)	(15,962)	(15,962)	(15,962)	(15,962)	(15,962)
(1	6,967)	(16,967)	(16,967)	(16,967)	(16,967)	(16,967)
34	10,856	421,490	502,123	582,757	663,391	744,025

4	4	4	4	4	4
1	!	1	I .	!	1
1	1	1	1	1	1
2	2	2	1	1	1
24	24	24	25	25	25
8,862,246	10,958,728	13,055,211	15,151,693	17,248,175	19,344,657
-	-	-	-	-	-

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# **BODIES - THE EXHIBITION**

St. Petersburg, Russia Venue Rent  Description	ENTER 6-MONTH RUN LOCAL CURRENCY SUBTOTALS
	Startup
Rent for 6 months (placeholder)	€ 120,000.00
	Operations
Subtotal Venue Rent	120,000

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BODIES - THE EXHIBITION

St. Petersburg, Russia
Marketing / Advertising

Description

ENTER
6-MONTH
RUN
LOCAL
CURRENCY
SUBTOTALS

Startup

Marketing & Advertising

**Operations** 

300,000

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Subtotal Marketing / Advertising

# **BODIES - THE EXHIBITION**

BODIES - THE EXHIBITION	ENTER
St. Petersburg, Russia Installation	6-MONTH RUN LOCAL CURRENCY
Description	SUBTOTALS
Premier installation Telephones and internet	€ 250,000.00 € 2,000.00
	Startun
Load out accural	Startup  € 50,000.00
Subtotal Installation	Operations 302,000
Cubician motamation	302,000

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# **BODIES - THE EXHIBITION**

St. Petersburg, Russia **Staffing at Exhibition** 

ENTER
6-MONTH
RUN
LOCAL
CURRENCY
SUBTOTALS

Description			SUBTOTALS
One week Training GM Assistant GM Box office supervisor & a Operations personell	1 2 15	€ 450.00 € 375.00 € 700.00 € 2,625.00	€ 450.00 € 375.00 € 700.00 € 2,625.00
			Startup
GM Assistant GM Box office supervisor & accountant Operations personell Security nightwatch shift	1 2 1 15	Month	€ 5,400.00 € 4,500.00 € 8,400.00 € 4,800.00 € 94,500.00 € 16,200.00
Cubtatal Staffing at Fullilliti			Operations
Subtotal Staffing at Exhibition	on		137,950

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# **BODIES - THE EXHIBITION**

St. Petersburg, Russia Venue - Construction  Description	ENTER 6-MONTH RUN LOCAL CURRENCY SUBTOTALS
Placeholder, Box office, retail, admin Grid	€ 100,000.00 € 50,000.00
	Startup
Subtotal Venue - Construction	Operations 150,000

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#### **BODIES - THE EXHIBITION**

St. Petersburg, Russia Venue - Operations		ENTER 6-MONTH RUN LOCAL CURRENCY
Description		SUBTOTALS
		Startup
	Week	
Operations weekly expenses misc Fireman First Aid Telephones/Internet Cleaning	€ 500.00 € 200.00 € 200.00 € 300.00 € 200.00	€ 13,000.00 € 5,200.00 € 5,200.00 € 7,800.00 € 5,200.00
Subtotal Vanue - Operations		Operations 26 400
Subtotal Venue - Operations		36,400

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# **BODIES - THE EXHIBITION**

St. Petersburg, Russia  Production Related  Description		ENTER 6-MONTH RUN LOCAL CURRENCY SUBTOTALS
Venue signage Translations Audio& Catalog Exhibition scrims Website		€ 20,000.00 € 10,000.00 € 5,000.00
		Startup
Ticket Printing supplies	1,000	- € 26,000.00
Subtotal Production Related		Operations 61,000
		0.,000

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**ENTER** 

# **BODIES - THE EXHIBITION**

St. Petersburg, Russia Other Costs - G&A	6-MONTH RUN LOCAL CURRENCY
Description	SUBTOTALS
	Startup
Credit Cards 60% of sales @ 3% 77,814 Insurance	€ 77,814.00 € 20,000.00
Subtatal Other Casta, OSA	Operations
Subtotal Other Costs - G&A	97,814

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